

DEACOM DISCOVER

2017 User Conference Session Details

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Track	Sessions	Details
Tuesday, April 4 - Morning		
Sales	What's New – System Admin	<ul style="list-style-type: none"> • Learn about the structure of Deacom's eCommerce offerings. • Understand how to leverage new enhancements within DEACOM's AutoFinisher to automate the input of production, the printing of labels, and the efficient creation of inventory pallets. • Learn how to configure the fields/controls visible on WMS forms and the order of fields via WMS Form Layouts. • Understand how DEACOM FedEx and UPS (Worldship) functionality can be leveraged to improve shipping efficiency and track freight costs in more detail. • Review how customers can maintain better control of DEACOM iOS approved applications. This includes registering devices themselves and using multiple versions of an IOS application to test different versions before rolling them out to users. • Learn how to utilize international phone numbers throughout the system.
Accounting	What's New – Accounting, Sales and Purchasing	<ul style="list-style-type: none"> • Learn about the new chart of account allocation features and how they can be used to allocate indirect expenses across multiple accounts/departments. • Learn about the new "Posting Date" field for invoices which allows the GL date to be specified separately. This allowing the GL posting to be backdated while still showing the aging based on the date the invoice was printed. • Understand the new credit card validation process which allows companies to verify credit card information without placing large dollar amount holds on cards. • Understand how DEACOM FedEx and UPS (Worldship) functionality can be leveraged to improve shipping efficiency and track freight costs in more detail. • Learn how to leverage vendor specific AP suspense accounts. • Learn how to use the accrued commissions by product option. • Review the new sales "Allocation" report which allows customers to understand in a cumulative fashion the relative status of all items on all sales orders. • Review the new automatic currency update features.
Production	What's New – Production and Inventory	<ul style="list-style-type: none"> • Review the partial un-finishing options within job management. • Learn about the new MRP display options designed to help

		<p>filter for suggested items that have supplies (POs, Jobs, or Intercompany Transfers) arriving later than the requirement for certain items.</p> <ul style="list-style-type: none"> • Learn about the new final staging form changes that can streamline and automate production weigh up processes. • Review how lots can be issued to existing master lots via the main application and scanners. • Review the new options available for shipping expired lots.
Tuesday, April 4 – Afternoon		
Sales	Mobile Application	<ul style="list-style-type: none"> • Review the new Android mobile app. • Understand the basic installation and setup process used for the DEACOM mobile applications. • Learn how the mobile apps can allow sales teams to access all required information and enter sales orders while on-the-go. • Learn how the mobile apps can be leveraged to provide executives with real-time business information. • Implement the Direct Store Delivery application. The application allows distributors to manage direct sales from their mobile warehouses, typically trucks, to their customers. Operators of the mobile warehouses, or truck drivers, can use the DSD application to access orders on a daily basis.
Accounting	Accounting Planning and Operations	<ul style="list-style-type: none"> • Understand the various security options and restrictions that exist to control users' access to various financial data. • Learn how postings flow into the general ledger and review various reports to effectively monitor critical company transactions. • Learn the various Accounting setup options such as multiple currencies, tax regions, tax exemption groups, and multi-company GL balancing. • Review month-end and year-end best practices. • Learn how to diagnose ledger and sub-ledger out of balances quickly using built-in system reports.
Production	Beginning Production and Warehousing	<ul style="list-style-type: none"> • Understand the system options and item master properties that govern the production process and how these features can be used to accommodate a wide variety of production requirements. • Create production jobs in the system and verify that the appropriate materials are set to be issued during the manufacturing process. • Learn how to issue material to open production jobs and understand the various parameters the system uses for lot availability and selection.

		<ul style="list-style-type: none"> • Setting up success in the warehouse - setup considerations for facilities, locations types, and locations. • Importance of the GS1-128 barcode setup and reviewing inventory segments within DEACOM. • Driving process control in all warehouse / inventory transactions, both in the main application and in the WMS application. Topics include issuing inventory and introductions to DEACOM's staging and master lot options. • Learn how DEACOM enforces lot control when receiving and relieving inventory.
Production	Advanced Production and Warehousing	<ul style="list-style-type: none"> • Learn how to finish material on production jobs, close production jobs, and verify inventory postings. • Understand how to launch jobs from MRP and how multiple items can be placed on jobs created from MRP. • Review inventory and warehouse reports, including transaction reports to track warehouse efficiency. Additional topics will include viewing inventory turns through the usage report, adjusting on-hand inventory counts, and utilizing the item inquiry function. • Discuss how to leverage the input production and shipping capabilities of the WMS to allow workers to multitask without PC workstations. • Find out how to streamline inventory moves and allocate lots in mass via the DEACOM pre-stage and final stage options.
Wednesday, April 5 – Morning		
Production	Quality Control	<ul style="list-style-type: none"> • Understand the different quality control features in the system with emphasis on how customers can configure requirements to meet their company's specific needs. Details include the use of different quality control groups, user permissions related to testing and passing QC tests, and the ability to create QC tests with varying levels of pass/fail requirements. • Understand how specific QC groups can be set on customer and vendor parts, allowing you to tailor QC testing based on different customer/vendor requirements. • Learn how to perform multiple passes on QC tests and how items/lots can be moved back to QC from regular inventory if further testing is required. • Understand the stability testing process as defined in DEACOM and how this can be used to re-test and re-verify the quality of manufactured items that have already been placed in inventory. • Learn how to use lot specific inventory reports to assist with product recalls.

Production	Beginning Production Planning	<ul style="list-style-type: none"> • Learn how to set up work centers, shop areas, routings, and operations, and review how these records are linked to various production and scheduling calendars in the system. • Understand how the job and job inventory calendar can be used to issue and finish materials, close production jobs, and check the availability of raw materials and sub-assemblies needed to produce finish goods.
Production	Advanced Production Planning	<ul style="list-style-type: none"> • Review production job date fields and how they affect production planning. • Learn how the job and job inventory calendar can be used to schedule jobs. • Understand how the job and job inventory calendar can be used to issue and finish materials, close production jobs, and check the availability of raw materials and sub-assemblies needed to produce finish goods.
Sales	Web Interface Tips and Tricks	<ul style="list-style-type: none"> • Review the main menu in the DEACOM Web version and learn how to dock and un-dock forms/tabs in the new interface. • Learn how the enhanced DEACOM Toolbar works in the Web versions of DEACOM. • Understand how captions and languages can be used to ensure better user understanding of key fields and transactions. • Review how to use keyboard shortcuts in DEACOM Web based versions. • Learn how to use the enhanced “Show Fields” and “View All Fields” options on grid layouts/toolbars to better understand the data and fields.
Accounting	Accounting, Reporting and Financial Statements	<ul style="list-style-type: none"> • Understand the different options and setup possibilities for DEACOM financial statements and accounting reports. • Learn how to run and modify the various accounting reports in the system. • Learn how financial statements can be used to produce reports beyond typical balance sheet and profit/loss statements. Examples include financial reports to monitor variance accounts for purchasing, job materials, and production, as well as reports designed to provide detail on specific facilities or business segments. • Review the various report filtering and generation options such as reports for specific divisions, departments, or account ranges. • Learn how to upload budgets for financial statements.

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Sales	FedEx and UPS Integrations	<ul style="list-style-type: none"> • Review the basic FedEx and UPS options available in the DEACOM application. • Learn the setup steps necessary to use the DEACOM FedEx functionality including address verification, FedEx shipping zone assignments, and ship via methods. • Understand the different FedEx shipment procedures for domestic, international, and dangerous good shipments. • Learn how DEACOM generates FedEx shipping labels. • Review how the UPS Worldship application can be set up to pull information from DEACOM.
Sales and Accounting	Ecommerce, CRM and Campaigns	<ul style="list-style-type: none"> • Learn how to create and manage contact records in the system. • Understand how to use the different reports within CRM to manage contact records easily. • Create notes and work flows for contacts allowing multiple employees to follow and track the current status of prospects. • Understand the “Campaign” feature in DEACOM, which allows users to create email blasts for multiple contacts across multiple customers. A deeper dive will discuss how the system can identify opened campaign emails and then automatically change the contact status which can be used to trigger the appropriate follow-up method. • Learn how to set up email and letter templates for mass mailings and campaigns.
Sales	Scale Integrations	<ul style="list-style-type: none"> • Learn how scales are used with DEACOM to support FedEx shipment and production within DEACOM’s AutoFinisher application. • Review the basic scale model setup options within the DEACOM production maintenance area. • Understand how the DEACOM Local option can be used to easily connect scales to PCs. • Observe the weigh-up of packages and materials and see how this information is displayed in the DEACOM Application.
Sales and Accounting	Fixed Assets and Maintenance	<ul style="list-style-type: none"> • Understand how MRO in DEACOM can be used to track repair and maintenance work, and schedule maintenance jobs. This insight will help identify how to lower parts and labor costs, minimize downtime, and enhance regular production capability. • Learn how to configure the system for MRO including work center modifications, maintenance specific bill of materials, and routings. • Leverage built-in MRO reports to schedule, track, and complete maintenance tasks. • Review how acquisition and depreciation costs can be

		used in connection with work centers and how DEACOM tacks these costs.
Production	Physical Inventory and Cycle Counts	<ul style="list-style-type: none"> Review of the physical inventory process in DEACOM. (main application and WMS) Understand item master properties and system options pertaining to Physical Inventory. Learn the new sort and selection features available on the Physical Inventory pre-filter. Create Physical Inventory Forms and Count Sheets. Modifying and Posting Count Sheets and Physical Inventory Worksheets. Review the enhanced prevent inventory transactions for items, locations and location types.
Production	Nutritional Fact Panels	<ul style="list-style-type: none"> Learn how item master user fields can be used to populate nutritional fact panels in DEACOM. Understand how part forms can be designed to meet various size and formatting requirements. Review how nutritional panels can be created via standard SQL expressions and calculations, or with the Zebra Programming Language options now available to part forms.
Industry Round Table Discussions		
Everyone	Food and Beverage	<ul style="list-style-type: none"> Meet with industry peers to discuss topics that are specific to your industry, exchange ideas, and gain insight to how they are using DEACOM ERP.
Everyone	Chemical, Gas, and Paint	
Everyone	Nutraceutical and Pharmaceutical	
Everyone	Truss and Building Component	
Thursday, April 6 – Morning		
Sales and Production	GHS Labels/SDS Forms	<ul style="list-style-type: none"> Review new GHS/SDS reporting standards. Review how to use the data from item master fields, user fields, and user calculations to feed physical reporting forms. Learn how to create part forms within DEACOM in order to print GHS/SDS print outs. Understand how GHS/SDS can be added to document groups and printed during sales order shipment.
Production	Production Scheduling	<ul style="list-style-type: none"> Learn how the master production calendar can be used to schedule production jobs based on the availability and production capacity resources, including work centers, shop areas, and facilities. Understand how to apply appropriate information from the

		<ul style="list-style-type: none"> master production calendar to make production decisions. Learn how to schedule or reschedule active jobs directly within the production calendar interface.
Sales	Management Reports and Dashboards	<ul style="list-style-type: none"> Learn how dashboards can be used to provide executives and management team members with a real-time overview of business operations via graphs, queries, and reports. Understand how dashboards are set up and administered. Learn how individual users can perform simple dashboard modifications such as resizing, sorting, and basic layout changes.
Accounting	Production Costing and Labor Tracking	<ul style="list-style-type: none"> Understand how jobs in DEACOM collect the hours that employees have worked, the location where the work was performed, and the operations or activities carried out in those locations. Learn how to use available production reports to report on costs such as material, labor, and burden. Learn how to update fixed costs and lot costs on multiple items/lots at the same time. Understand how to change specific costs or pricing fields on multiple item master records using the Update Inventory Costing and Mass Pricing Change transactions. Review the standard payroll management reports available in the system.
Thursday, April 6 – Afternoon		
Accounting	Accounting – Woah, I Didn't Know That	<ul style="list-style-type: none"> Learn how to use the financial statement report tool to create different type of financial reports such as variance reports and division specific operating expense reports. Understand how to add aging columns to the Receivables Detail report. Gain insight on how to use Payment Events to provide additional details and reporting visibility for sales orders and purchase orders with a multi-payment schedule.
Sales	System Admin – Woah, I Didn't Know That	<ul style="list-style-type: none"> Learn shortcuts to view field information when designing report layout or management reports. Understand the power of system captions to update captions on forms, printed reports and management reports. Learn how to quickly generate a list of reports or grids that users have viewed, printed, or exported. Learn how to import an EDI file containing multiple order types using EDI parsing rules in the system. Identify how to apply payments to existing shipped sales orders via EDI. Learn tricks to filtering and sorting the information

		displayed in DEACOM part form tags.
Production	Production / Warehousing – Woah, I Didn't Know That	<ul style="list-style-type: none"> • Find out how to enter QC results after receiving in transit orders. • Discover how to change routing start times via the Shop Schedule report. • Learn how to specify if inventory should be moved to regular inventory or quarantine.